



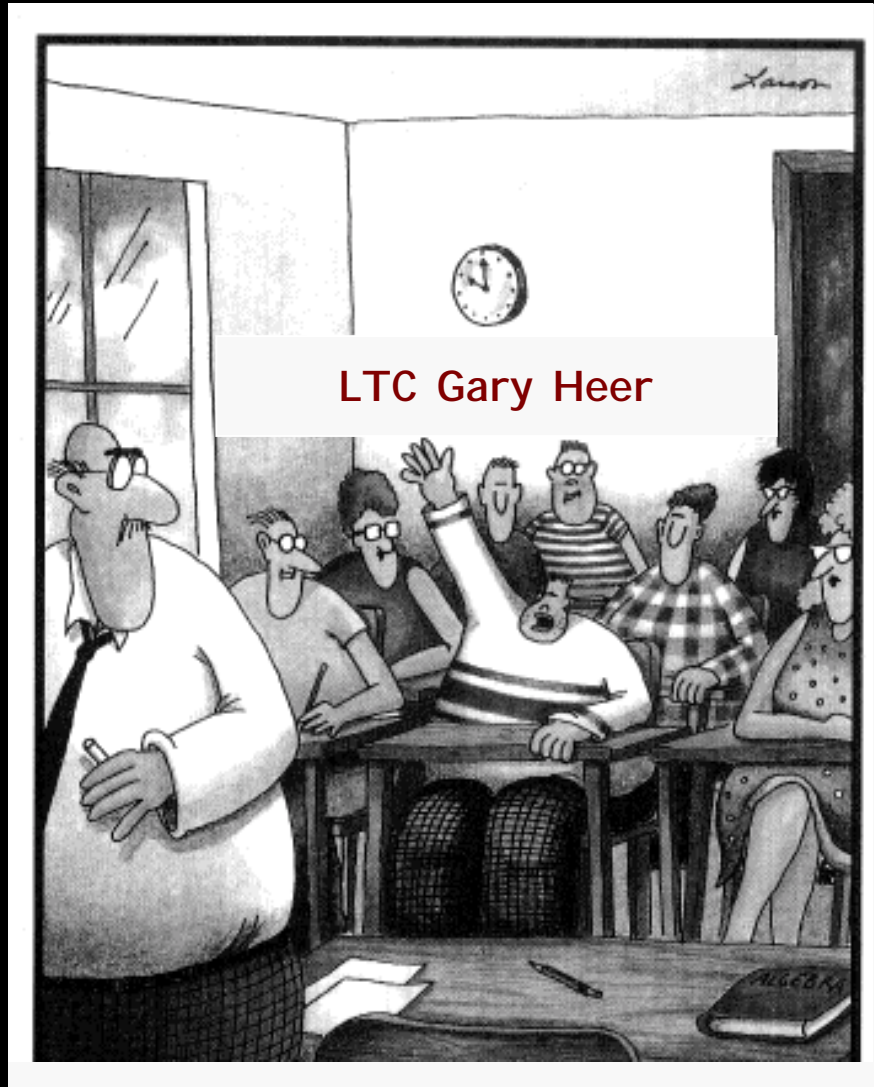
**SAME IN THE  
22<sup>nd</sup> CENTURY**

**Partnership 2001  
Industry Conference**

**Proud Heritage  
Promising Future**

**Roger J. Wozny, P.E., FSAME  
2001-2002  
SAME National President**

# A few minutes from now...



LTC Gary Heer

“Mr. Wozny, may I be excused?  
My brain is full.”

# Overview

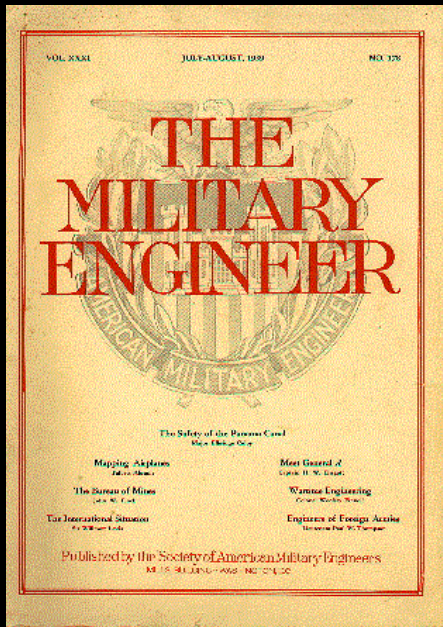
- Proud Heritage
- Promising Future



## Sustaining Member Firms



# Proud Heritage



- January 1, 1920--*The Military Engineer* first published
  - ◆ 375 subscribers
- June 2, 1920--the Society founded
  - ◆ 16 posts established
  - ◆ Initial membership of 2,800
- January 14, 1921--first annual meeting



# Proud Heritage

- SAME sets the pace in promoting engineering to support National Defense
- 1961--membership reaches a high point of 30,200
- Honorary Members included:
  - ◆ John J. Pershing, General of the Armies
  - ◆ Douglas MacArthur & Dwight D. Eisenhower, Gen H. Norman Schwarzkopf, Generals of the Army



# Proud Heritage

- 1978--future SAME leaders attend SAME National Conference in San Francisco



- ◆ Maj Gen Clifton D. Wright--1984 National President & 2000-2001 Academy of Fellows Immediate Past Chair
- ◆ Maj Gen Earnest O. Robbins II--2000-2001 National President
- ◆ Mr Roger Wozny--2001-2002 National President





# Proud Heritage

National Engineers Week

## 2001 Annual Plan Objectives

1. Communicate contributions of The Society & the engineering profession by providing at least two:
  - ◆ Speaking engagements before civic, military, or school audiences, or
  - ◆ Historical displays at libraries, museums, schools, or
  - ◆ Articles in local media or professional publications



# Proud Heritage

## 2001 Annual Plan Objectives

2. Establish contacts with other organizations & hold at least one joint meeting/event per year that brings together engineering professionals to honor the role engineers have played in supporting the nation's military, civil & private sector successes.





# Promising Future

## 2001 Annual Plan Objectives

1. Help grow next generation of engineers by establishing formal contacts/relationships with at least one middle school, high school, college or Student Post & sponsor at least one interactive event with the school each year

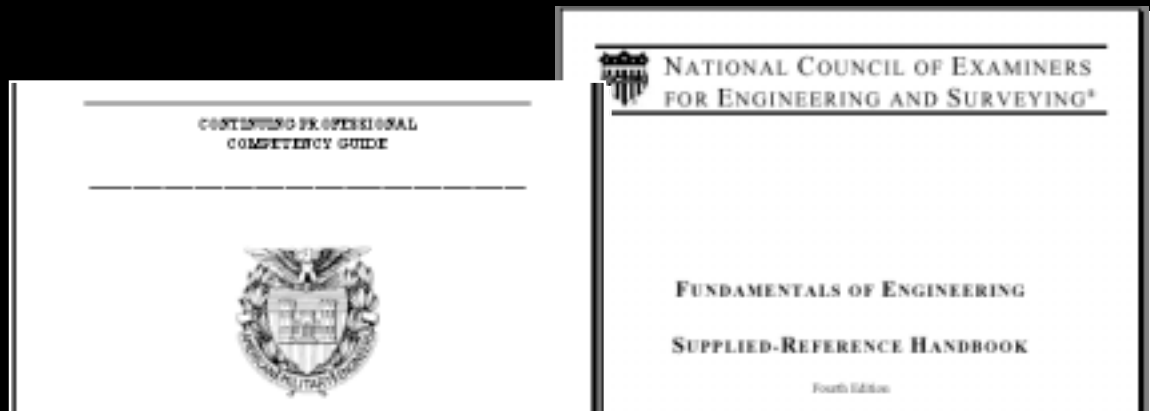


**MATHCOUNTS**

# Promising Future

## 2001 Annual Plan Objectives

2. Provide professional development training & professional registration & licensure assistance for members
  - ◆ Use The Society's *Continuing Professional Competency Program Guide* as a basis to provide professional training sessions leading to award of Professional Development Hour credits at least quarterly



# Promising Future

## 2001 Annual Plan Objectives

3. Explore future global needs & share future opportunities by establishing contacts through member firms with national & international affiliates & conduct at least one cooperative technically oriented program with another professional society, or other local, national, or international organization with which The Society shares mutual interests



# Promising Future

## 2001 Annual Plan Objectives

- ◆ Focus on engineering solutions to emerging requirements & advertise benefits of The Society to this new community



# Promising Future

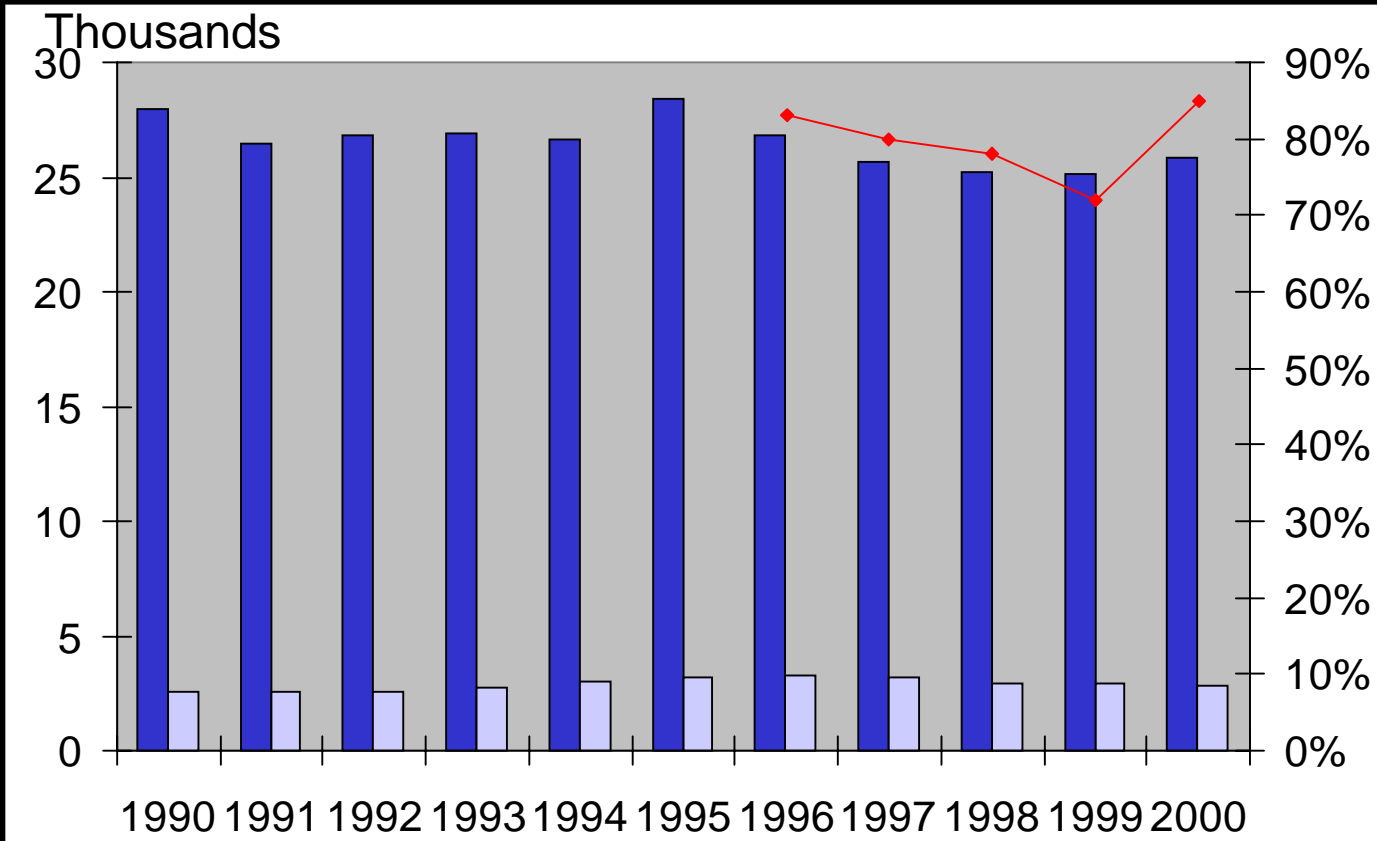
## Regions & Posts



- ◆ 11 Distinguished Regions (16 Regions chartered)
- ◆ 55 Distinguished Local Posts (144 posts chartered)
- ◆ 4 Distinguished Student Posts (85 posts chartered)
- ◆ Deactivating 87 inactive local & student posts in Jun 01

# Promising Future

## Membership Statistics



- 26,058 Regular Members (5% increase from 1999)
  - ◆ Includes 3,324 Young Members
- 2,796 Sustaining Members (1.7% decrease from 1999)



# Promising Future Membership Retention

“Retain then Recruit”



- Target members' diverse needs with relevant programs
- Review post rosters & contact individuals whose memberships will soon expire
- Get members involved = stakeholders

# Promising Future

## Membership Recruiting

- Take full advantage of Sustaining Member Firm's 5 individual memberships
  - ◆ Currently average only 3 members per firm
  - ◆ Gain 5,600 members at no additional cost
- Public Agency Sustaining Memberships
  - ◆ \$350 annual fee includes 6 individual memberships
- 2000 Membership campaign gained 597 new members



# Promising Future

## Mentoring Program

- Goal: Help Young Members reach their full potential & to recognize Posts for their mentoring activities
- Sponsored by the Academy of Fellows & the National Young Member Affairs Committee
- Developed Pocket Guide to Mentoring



# Promising Future

## **SAME & USAFA** Engineering & Construction Camp

- 8 days packed with hands-on technical & leadership events, mentoring, & distinguished speakers
- 5 Air Force Academy Cadets, 5 Young Member Mentors & 44 high school students from 25 posts worldwide



# Promising Future Mentoring Program

## ■ *The Military Engineer*

- ◆ Feature articles, display ads, professional card pages

## ■ *SAME's News*

- ◆ Full color in 2000
- ◆ Increasing readership
- ◆ Interactive newsletter on SAME web site

## ■ [www.same.org](http://www.same.org)

- ◆ Updated & interactive
- ◆ 10,000 page views per month



# Promising Future

## Upcoming Events

11-14 Sep 01



- Northwest & Pacific Regional Training Conference, Anchorage AK

28-31 Oct 01



- South Atlantic & South Central Conference, Charleston SC
  - ◆ Fellow's Investiture
  - ◆ Senior Executive Group
  - ◆ Fall National Board Meeting

1-2 Nov 01

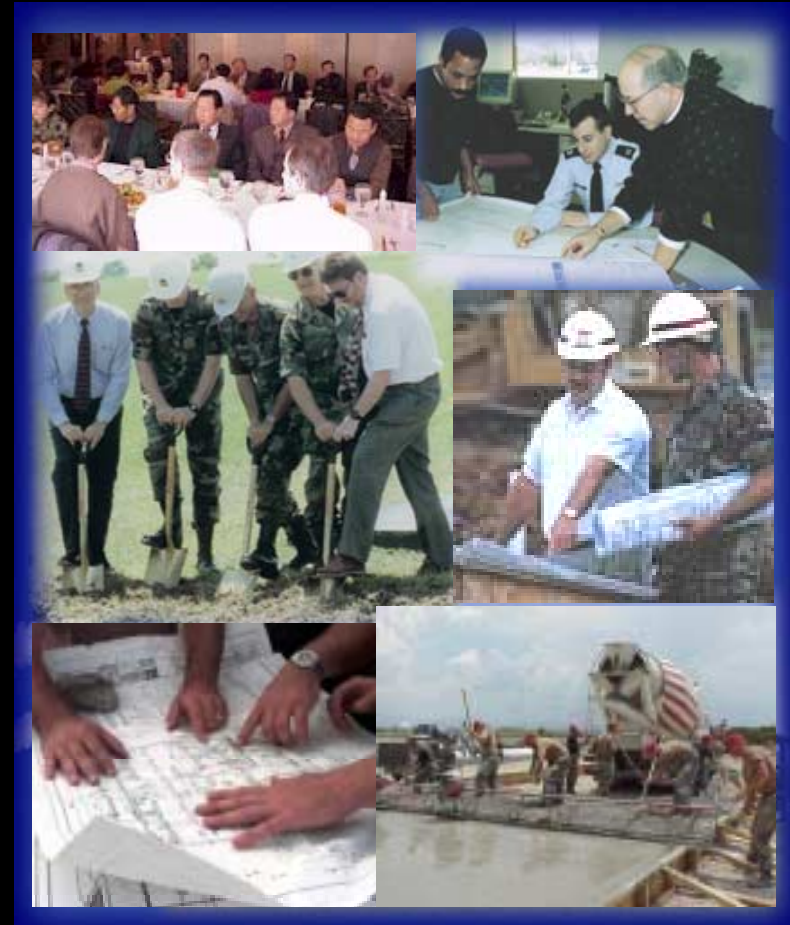
- SAME National Symposium on Comprehensive Force Protection Charleston, SC



# Promising Future

## What's in it for me?

- “Currency” in defense-related engineering issues/programs
  - ◆ “The Military Engineer”
  - ◆ Post meetings
  - ◆ Regional/National education & training conferences
- Networking
- “Life outside the office”



# Summary

- Preserve the Society's *proud heritage*
- Capitalize on the opportunities of our *promising future*

